

Message Text

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TO AMEMBASSY MOSCOW IMMEDIATE

C O N F I D E N T I A L STATE 195050

LIMDIS TOECO 88

FOL SENT ACTION SECSTATE INFO ABU DHABI ATHENS BEIRUT
BONN BRASILIA BRUSSELS CARACAS JAKARTA JIDDA KUWAIT
LAGOS PARIS ROME TEHRAN THE HAGUE TOKYO TRIPOLI VIENNA
ALGIERS EC BRUSSELS OECD PARIS FM LONDON SEP 28 REPEATED
FOR YOUR ACTION

QUOTE

C O N F I D E N T I A L LONDON 11203

LIMDIS

BEIRUT ALSO POUCH BAGHDAD

E.O. 11652: XGDS-1
TAGS: ENRG
SUBJECT: OPEC NEGOTIATIONS: OIL INDUSTRY PREPARATION
BEGUN BY LONDON POLICY GROUP

REF: LONDON 11036 (NOTAL)

1. OIL INDUSTRY PREPARATIONS FOR OCTOBER 8 MEETING IN
VIENNA WITH OPEC REPRESENTATIVES BEGAN WITH LONDON
POLICY GROUP (LPG) SESSIONS HELD SEPTEMBER 25-26.

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GEORGE PIERCY, EXXON, WILL HEAD INDUSTRY NG

TEAM COMPRISED OF ANDRE BENARD OF CFP, PETER WALTERS OF BP, AND TWO AS YET UNNAMED AMERICANS.

2. EXPERTS COMMITTEES HAVE BEEN SET UP TO HANDLE ECONOMIC (PROFIT RETURN, CRUDE PRICE DIFFERENTIAL, INFLATION, TRANSPORTATION), LEGAL AND PUBLIC RELATIONS ASPECTS OF NEGOTIATIONS. COMMITTEES WILL MEET IN LONDON AND NEW YORK PRIOR TO CHIEFS MEETINGS IN LONDON ON OCTOBER 5.

3. CONSUMER GOVERNMENT CONTACTS RECEIVED CONSIDERABLE ATTENTION AND CONSENSUS WAS REACHED THAT SPECIAL EFFORT MUST BE MADE TO IMPROVE ON LPG'S SPOTTY PAST PERFORMANCE IN THIS AREA. WHENEVER POSSIBLE BRIEFERS OF CONSUMER GOVERNMENTS WILL BE WELL-VERSED MEMBERS OF LPG ITSELF INSTEAD OF LOCAL COMPANY REPRESENTATIVES. INCOMPLETE LIST OF BRIEFING ASSIGNMENTS INDICATES HOWEVER THAT TRADITIONAL PATTERN WILL BE FOLLOWED: EXXON - /S, ITALY, DENMARK, FINLAND; MOBIL - GERMANY, GREECE, PORTUGAL; SHELL - NETHERLANDS, BELGIUM, POSSIBLY EEC; CFP - FRANCE; SOCAL - JAPAN. (SHELL WILL UNDOUBTEDLY DUPLICATE BRIEFINGS OF FRANCE AND JAPAN WHILE EXXON PROBABLY WILL CONTACT EEC ALSO.)

4. INDUSTRY SOURCE REPORTS EXXON MADE STRONG PITCH FOR SPECIAL BRIEFING OF OECD HIGH LEVEL GROUP REPRESENTATIVE (PRESUMABLY WANSINK OR REINFRANK) WHO WOULD HAVE RESPONSIBILITY FOR THEN INFORMING ALL MEMBERS OF HLG. NO DECISION HAS BEEN TAKEN AS YET ON THIS POINT AND EXXON CAN BE EXPECTED TO PRESS ISSUE AGAIN NEXT WEEK. QUESTION OF CONSULTATION (AS OPPOSED TO INFORMATIONAL BRIEFING) WITH HLG MEMBERS NOT RPT NOT PROPOSED OR DISCUSSED. ANNENBERG

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KISSINGER

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